

## MLS Area: Rowayton



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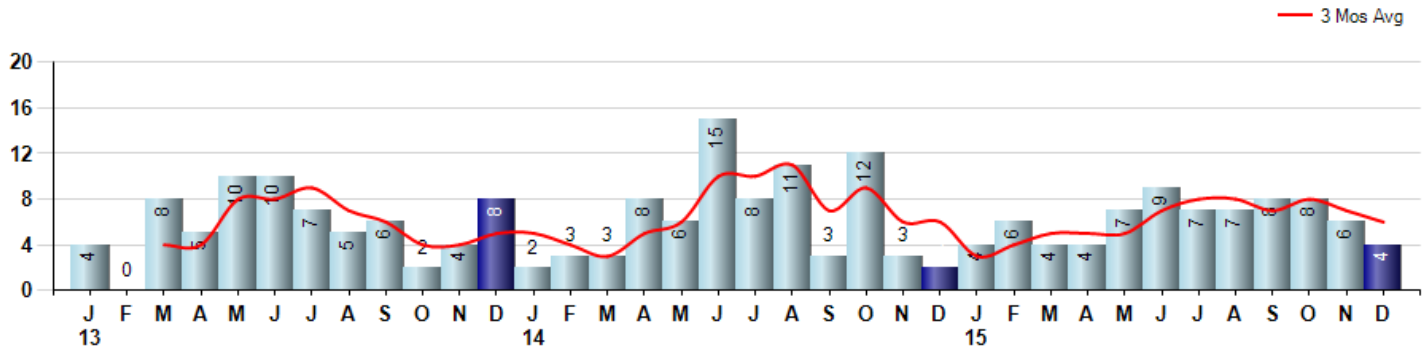
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,174,500	-2%		-13%				
Average List Price of all Current Listings	\$1,719,815	3%		2%				
December Median Sales Price	\$1,177,500	-3%	-1%	-11%	18%	\$1,187,500	21%	19%
December Average Sales Price	\$1,311,250	-2%	7%	0%	-3%	\$1,273,031	-5%	-5%
Total Properties Currently for Sale (Inventory)	52	-29%		11%				
December Number of Properties Sold	4	-33%		100%			-3%	
December Average Days on Market (Solds)	147	-42%	-17%	1%	-18%	187	6%	5%
Asking Price per Square Foot (based on New Listings)	\$0	-100%	-100%	-100%	-100%	\$523	-7%	-6%
December Sold Price per Square Foot	\$414	-25%	-13%	2%	-16%	\$486	-1%	-1%
December Month's Supply of Inventory	13.0	7%	10%	-45%	-7%	12.9	-7%	-7%
December Sale Price vs List Price Ratio	99.6%	4.0%	4%	3%	3.7%	94.9%	-1.4%	-1.2%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

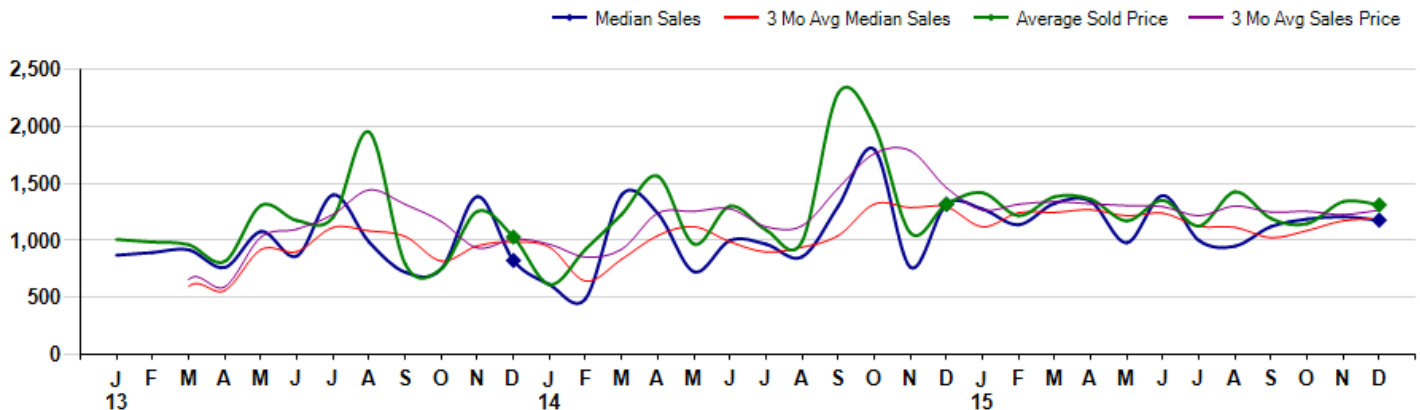
December Property sales were 4, up 100.0% from 2 in December of 2014 and -33.3% lower than the 6 sales last month. December 2015 sales were at a mid level compared to December of 2014 and 2013. December YTD sales of 74 are running -2.6% behind last year's year-to-date sales of 76.



### Prices

The Median Sales Price in December was \$1,177,500, down -10.6% from \$1,317,000 in December of 2014 and down -2.5% from \$1,207,500 last month. The Average Sales Price in December was \$1,311,250, down -0.4% from \$1,317,000 in December of 2014 and down -2.2% from \$1,340,667 last month. December 2015 ASP was at a mid range compared to December of 2014 and 2013.

Median means Middle (the same # of properties sold above and below Median) (000's)



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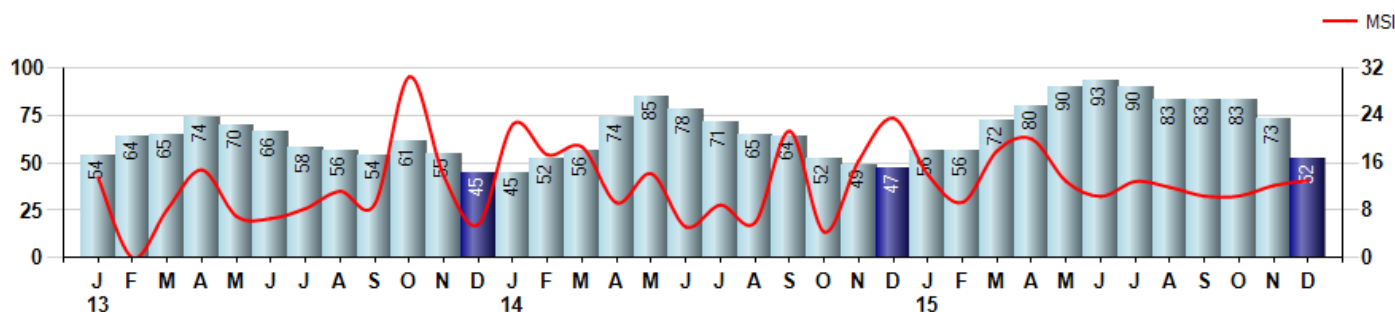
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 52, down -28.8% from 73 last month and up 10.6% from 47 in December of last year. December 2015 Inventory was at highest level compared to December of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2015 MSI of 13.0 months was at a mid range compared with December of 2014 and 2013.

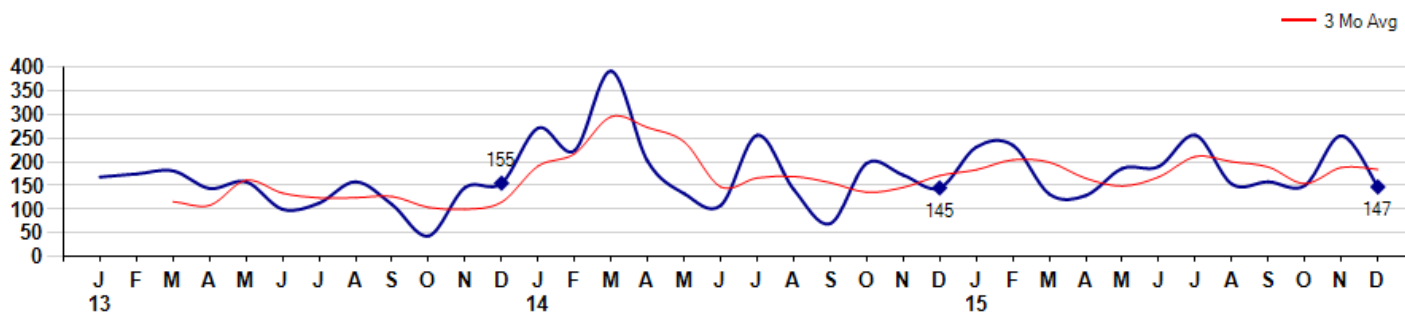
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for December was 147, down -42.4% from 255 days last month and up 1.4% from 145 days in December of last year. The December 2015 DOM was at a mid range compared with December of 2014 and 2013.

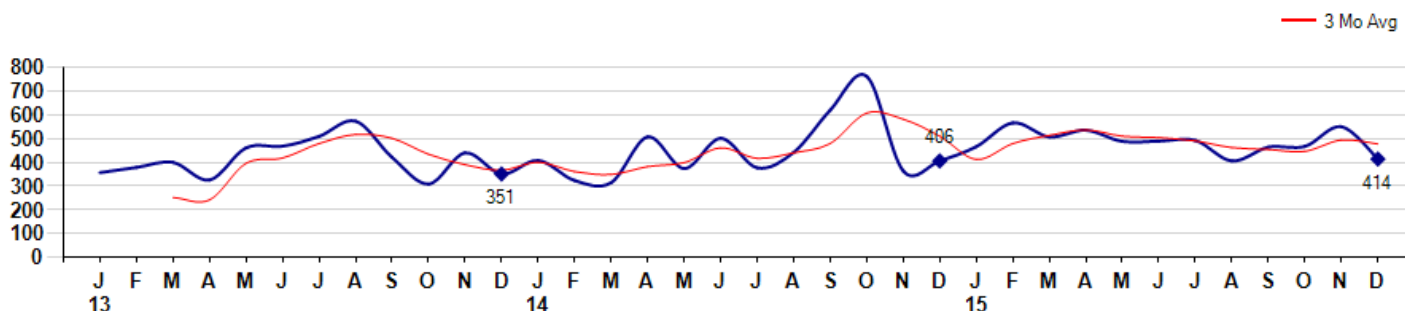
Average Days on Market(Listing to Contract) for properties sold during the month



### Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2015 Selling Price per Square Foot of \$414 was down -24.7% from \$550 last month and up 2.0% from \$406 in December of last year.

Average Selling Price per Square Foot for properties that sold during the month



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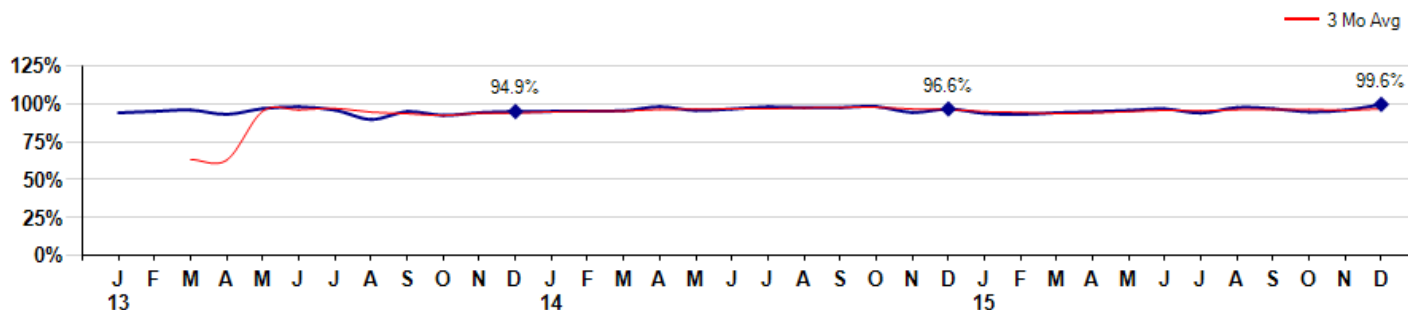


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### Selling Price vs Listing Price

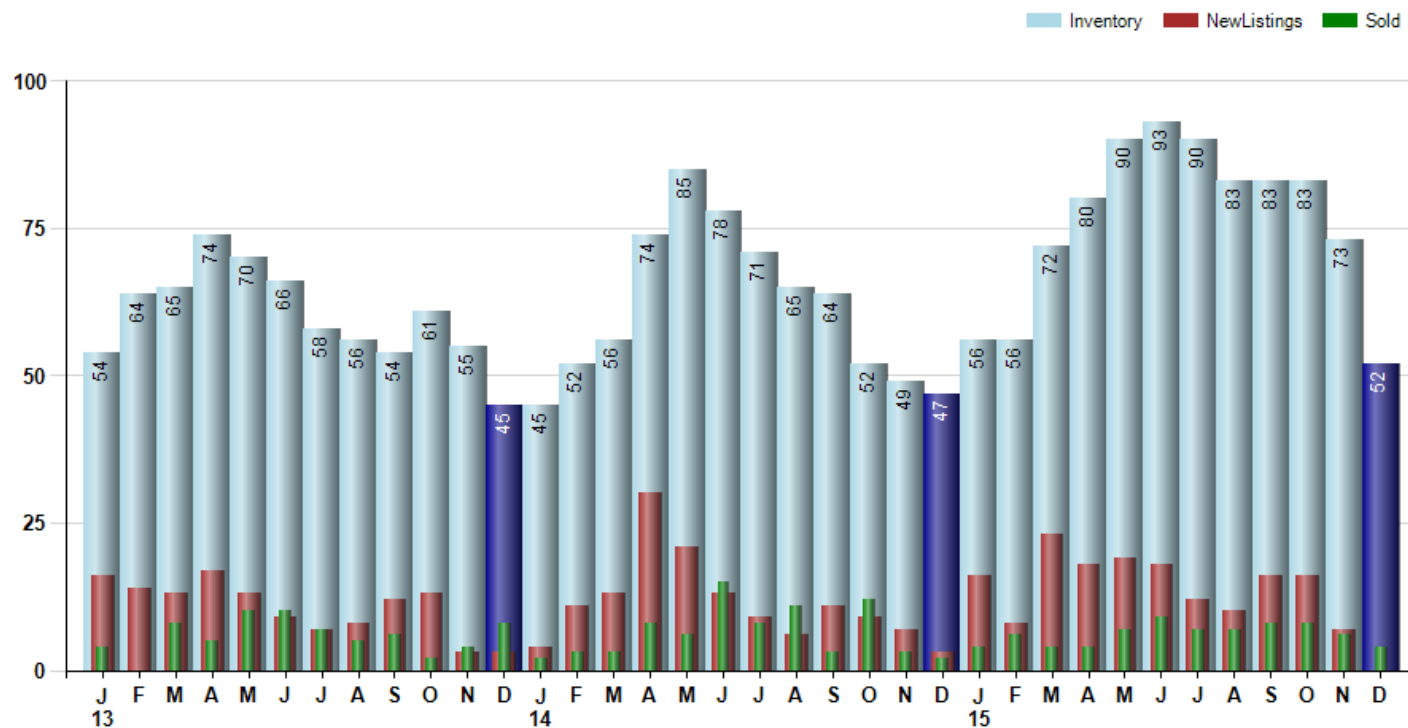
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2015 Selling Price vs List Price of 99.6% was up from 95.8% last month and up from 96.6% in December of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



### Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in December 2015 was 0, down -100.0% from 7 last month and down -100.0% from 3 in December of last year.



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